

## Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 031610Z OCT 75

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 6613

INFO AMCONSUL CASABLANCA

UNCLAS RABAT 4764

E.O. 11652: N/A

TAGS: BEXP MO

SUBJECT: FGT 0044 CASABLANCA POST OFFICE

REF: A. STATE 233859

B. STATE 230390

1. RESPONSE OF LESTER B. KNIGHT ASSOC. TO SUBJECT TENDER OUT OF HARMONY WITH PTT APPROACH TO BIDDING PROCESS. PTT HAS BEEN FAIRLY FLEXIBLE IN WHAT IT WILL ACCEPT AS A BID AND/OR PROPOSAL. WE BELIEVE THAT IT ALSO FLEXIBLE IN WHOM THEY WILLING TO CONSIDER AS BIDDERS. PTT, HOWEVER, ASKED FOR AND EXPECTED EACH FIRM TO SUBMIT PROPOSAL INDICATING HOW IT WOULD EXECUTE TASK, SOME IDEA OF HOW MUCH IT WOULD COST, AND EVIDENCE OF FIRM'S ABILITY TO ACCOMPLISH WHAT IT PROPOSED TO DO.

2. KNIGHT COMPANY SENT ONLY MINIMUM EVIDENCE THAT IT HAD PERFORMED TASKS COMPARABLE TO ONE PTT HAS IN MIND. BOOKLET PROVIDED DID NOT INDICATE WHAT KNIGHT PROPOSES TO DO ON CASABLANCA PROJECT AND NO MENTION MADE OF PRICE. REFERENCES IN BROCHURE RECEIVED TOUCH ONLY INCIDENTALLY UPON POST OFFICE PROJECTS CONSTRUCTED IN USA AND NOT MENTION JUST WHAT KNIGHT ITSELF DID. IN SPITE OF REQUESTS FOR FRENCH TEXT, KNIGHT'S MATERIAL IS IN ENGLISH. SINCE KNIGHT BROCHURE STRESSES ITS ROLE AS A CONSULATANT, PTT CONCLUDED THAT KNIGHT DID NOT PROPOSE TO DESIGN PROJECT AND SELECT AND INSTALL MACHINERY. ALL OF THIS ANNOYING TO PTT OFFICIALS BUT PROBABLY COULD HAVE BEEN OVERCOME IF SOMEWHERE THERE HAD

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BEEN SOME INDICATION OF WHAT KNIGHT WAS PREPARED TO DO

AFTER LOOKING AT PTT SPECIFICATIONS SO ONE COULD BE SURE THAT TWO PARTIES AT LEAST ON SAME WAVE LENGTH. VISIT OF A RESPONSIBLE ENGINEER WOULD HAVE SEEMED SUITABLE ANSWER TO PROBLEM. KNIGHT DID AGREE TO SEND SOMEONE BUT ONLY IF PTT WOULD PAY TRAVEL, PER DIEM, SALARY AND ASSOCIATED COSTS TO ENABLE KNIGHT TO DECIDE WHETHER OR NOT FIRM WOULD EVENTUALLY BID. THIS PROVIDED COUP DE GRACE IN PTT EYES. FURTHER DEMAND FOR ALL PAYMENT IN ADVANCE ONLY PILED OUTRAGE UPON INSULT IN PTT EYES. WE ALSO THOUGHT THIS APPROACH NOVEL.

3. AT THIS POINT, KNIGHT IS OUT OF RUNNING. ABOVE PERHAPS OVER LONG RECITATION; MAY HOWEVER HELP KNIGHT OFFICIALS UNDERSTAND WHAT WENT WRONG. PERHAPS THEY HAVE FOUND CUSTOMERS ELSEWHERE OUTSIDE USG PROCUREMENT CHANNELS WHO ARE WILLING TO PAY THEM TO PROSPECT JOBS BUT IN MOROCCO THERE IS COMPETITION HUNGRY FOR WORK AND WILLING TO PAY ITS OWN EXPENSES TO COMPETE FOR CONTRACTS.

4. E-SYSTEMS PROGRAM DIRECTOR MIEGEL ARRIVED AS PROMISED REF B, HELD TALKS OCTOBER 1 WITH ESSAKALLI AND CAME AWAY OPTIMISTIC. MIEGEL PROMISED TO STUDY SPECIFICATIONS AND INFORM ESSAKALLI BY TELEX HIS PRICE AND OUTLINE AN E-SYSTEMS PROPOSAL BY COB OCTOBER 12, TOGETHER WITH A DATE FOR SUBMISSION DETAILED PROPOSAL. IF ALL GOES WELL MIEGEL WILL VISIT RABAT EARLY NOVEMBER FOR TECHNICAL TALKS EN ROUTE TEHRAN OR ON RETURN. BOTH MIEGEL AND AUSTIN (WHO ALSO TALKED WITH ESSAKALLI LEFT PERSUADED THAT E-SYSTEMS HAS GOOD CHANCE WIN CONTRACT.COON

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